# Method 3: Prepare a call script

## Templates for what you can say when you contact the companies through the phone. Adjust the text so it suits you and the person you are reaching out to.

### The version where you found them on LinkedIn

Hi! My name is [name]. I found you on LinkedIn because you work in [area/industry].

My reason for contacting you is that I am looking for companies within [area/industry] because [your motivation for their core task].

Can you spare half an hour to talk to me about [area/industry]? My primary purpose of the meeting is networking and knowledge gathering.

* If yes: How about [day] next week, e.g. at xx?
Thank you for the conversation - I look forward to meeting with you.
* If no: May I contact you another day?

Thank you for the conversation and your time.

### **The version where you have been recommended to call the person**

Hi! My name is [name].

I've been recommended by [name] to call you because you [your reason for calling, e.g. "have a special knowledge of the area/industry"].

I'm particularly interested in [what you want to get out of the meeting].

Would you be open to spending half an hour talking to me about [the topic you'd like to discuss further]?

* If yes: How does [day] fit in next week, e.g. xx pm sound to you?
Thank you very much for your time - I look forward to meeting you.
* If no: May I contact you another day?
Thank you very much for the chat.

### **The version where you present your desire for a job right from the start**

Hi,

You are speaking with [name]

**[Choose one of the following options]**

**Option 1**: I'm a job seeker and I'm wondering if you can help me with feedback on how my skills can be utilized in an interesting company like yours.

**Option 2**: I'm calling you ask about possible job opportunities or projects in your department.

I can briefly tell you that I [your background] and will be able to solve tasks such as: [the tasks you would like to work on].

Would you be interested in having a non-committal coffee meeting with me where we can talk about [what you would like to talk about]?

## Forslag til, hvordan du imødekommer indvendinger. Du kan selv udfylde flere på næste side.

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| --- | --- |
| Objection | I do not have time, I am in a meeting. |
| Answer | When would it be more convenient for me to contact you? |

|  |  |
| --- | --- |
| Objection | I do not need any new employees at the moment. |
| Answer | I do not need any new employees at the moment? |

|  |  |
| --- | --- |
| Objection | We are not interested.  |
| Answer | Can you recommend anyone else I can contact instead? |

|  |  |
| --- | --- |
| Objection | We don't have the budget for a new employee right now. |
| Answer | I'm calling to learn more about my job search.Or: I have an opportunity right now to offer a free internship. |

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| --- | --- |
| Objection |  |
| Answer |  |

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| --- | --- |
| Objection |  |
| Answer |  |

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| --- | --- |
| Objection |  |
| Answer |  |

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| Objection |  |
| Answer |  |